

## Message Text

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PAGE 01 BUENOS 07901 032217Z

15

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 120197

R 032038Z DEC 76

FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC 8114

USDOC WASHDC

UNCLAS BUENOS AIRES 7901

E.O. 11652: N/A

TAGS: BBSR, BEXP, AR

SUBJ: CONTRACTING WTDR REQUIREMENTS

REF: STATE A-5327

1. FOLLOWING PARAGRAPHS KEYED TO ITEMS IN PARA. 5 OF REPAIR.

2. (A) THIS POST'S PRINCIPAL CONTRACTOR IS DUN & BRADSTREET SRL;  
CONTRACTUAL ARRANGEMENTS COMMENCED IN 1950. SECONDARY  
CONTRACTOR IS VERITAS, A LOCAL, UNAFFILIATED CREDIT REPORTING  
AGENCY THAT HAS PROVIDED REPORTS OFF AND ON DURING THE PAST  
SEVERAL YEARS.

3. (B) UNIT PRICE US\$5.96

4. (C) FY 1976: 172; FY 1977: 300 (ESTIMATED)

5. (D) 100 PERCENT

6. (E) ALL INFORMATION REQUIRED FOR WTDR PREPARATION, EXCEPT TRADE  
REFERENCES AND CABLE AND TELEGRAPHIC ADDRESSES WAS PROVIDED BY  
CONTRACTORS.

7. (F) POST CONTINUES TO MAIL OUT QUESTIONNAIRE WHICH IN  
SOME CASES PROVIDES ADDITIONAL INFORMATION WHICH IS  
INCLUDED IN WTDR, AND SERVES TO CHECK CONTRACTORS'  
INFORMATION. OTHER SOURCES CONSULTED: LOCAL BANKS' CREDIT  
DEPTS; "BUSINESS TRENDS" A WEEKLY PUBLICATION  
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PAGE 02 BUENOS 07901 032217Z

SPECIALIZED IN ANALYZING BALANCE SHEETS OF FIRMS

OPERATING IN THE BUENOS AIRES STOCK EXCHANGE. IN CY 1977,  
POST INTENDS TO USE WHERE POSSIBLE ORIGINAL COMPANY  
FINANCIAL STATEMENTS AS A TOOL FOR FURTHER ANALYSIS.

8. (G) SPANISH

9. (H) NO

10. (I) NO. CODING IS DONE BY FSL: 30 MINUTES PER REPORT

11. (J) YES

12. (K) NO

13. (L) 15, 3, 35.

14. (M) (1) 640 HRS. (540 HRS FSL TIME; 100 HRS FSO TIME).

(2) NO FORMAL TRANSLATION IS DONE - REPORT IS DRAFTED  
DIRECTLY INTO ENGLISH FROM THE CREDIT AGENCY REPORT BY A FSL.

(3) 90 HOURS TYPING.

15. (N) FLS HOURS SAVED: 1,100; FSO HOURS SAVED: 100.

16. (O) YES, IN MOST CASES. HOWEVER, OUR MORE RECENT EXPERIENCE  
INDICATES THAT TO ASSURE ACCURACY AND CURRENCY, IT IS  
ESSENTIAL THAT POST MAINTAIN CONTROL OVER FINAL PRODUCTS,  
FURTHER ANALYZING INFORMATION AND CROSS CHECKING WHEN POSSIBLE.

17. (P) CONTRACTING DOES RESULT IN A LOSS OF PERSONNEL  
CONTACTS. HOWEVER, WE FEEL THAT TIME SPENT ON COMPAINING  
PROMOTION, ADS REPORTING, AND REPRESENTATION IS A MORE  
EFFECTIVE WAY OF DETECTING TRADE OPPORTUNITIES AND  
FULFILLING CCP OBJECTIVES.

18. (Q) YES.

CHAPLIN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
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**Film Number:** D760449-0443  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CONTRACTING WTDR REQUIREMENTS  
**TAGS:** BBSR, BEXP, AR  
**To:** STATE COM  
**Type:** TE  
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